



The German Committee for UNICEF supports UNICEF's worldwide work for children in need and the realization of children's rights. Corporate Partnerships provide a reliable, predictable and long-term source of income to improve the lives of children and their families.

To achieve our ambitious goals engaging the corporate sector, we are looking for a strong candidate working from our **Cologne head office** as

## Head of Corporate Partnerships (m/f)

### Job description:

- Leading a dedicated team of six employees
- Strategic development of corporate partnerships / fundraising as an important driver of revenue growth – including financial and budget responsibility
- Developing and implementing concepts for working with the corporate sector, in the area of consumer goods, retail, industrial goods and services
- Prospecting and approaching companies to secure new partnerships
- Managing relationships with existing partners
- Planning and implementing fundraising campaigns

### Candidate requirements:

- University degree, ideally with focus on Marketing / Sales
- Several years of professional experience and leadership in sales or marketing
- Experience in a non-profit organization or in a CSR department is desirable
- Proven expertise in sales acquisition and the ability to excite others about our goals and ideas
- A demonstrated high level of networking and negotiation skills
- Excellent fluent communication skills in German and English (written and verbal)

Join us in making a difference for children! **Interested?** Send us your application, citing your desired salary, until **November 16<sup>th</sup>, 2018** to [personal@unicef.de](mailto:personal@unicef.de).

We look forward to your application!

Deutsches Komitee für UNICEF e. V.  
Personalabteilung  
Höninger Weg 104,  
50969 Cologne

[personal@unicef.de](mailto:personal@unicef.de)  
[www.unicef.de](http://www.unicef.de)



unicef   
für jedes Kind